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# Doing Business with LANL

Presented by  
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# About the Laboratory

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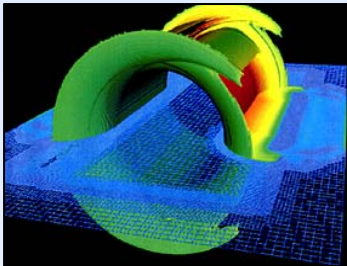


Operated by **Los Alamos National Security, LLC (LANS)** for the U.S. Department of Energy's NNSA.

- Annual Budget - **\$2.2 billion**.
- FY05 - **\$977.3M** spent on goods and services.
- **\$376.6M** with small business.

# Laboratory Mission: National Security

## Weapons Research



Large-Scale Simulation  
Stockpile Stewardship



B61-11



W80 for Advanced  
Cruise Missile



Pit Manufacturing

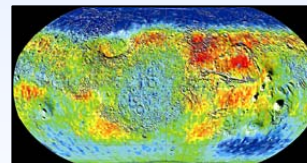


W76, W78, W88  
for Trident &  
Minuteman III

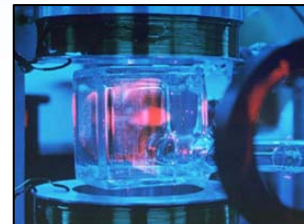
## Basic Research



Fuel Cell



Neutron Spectrometer  
Map of Mars

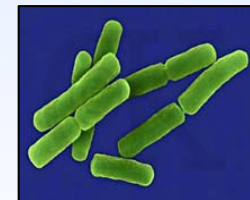


Atom Trapping  
and Cooling

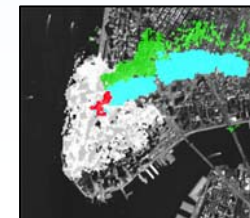
## Threat Reduction



Nuclear Response



Advanced  
Characterization  
of Biological Agents



Multispectral Thermal  
Imager and GENIE

# What the Laboratory Buys

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- **Research & Development Studies**
- **Facility Construction & Architectural/Engineering**
- **Technical Support Services & Staff Augmentation**
- **Mechanical & Electronic Fabrication**
- **Commercial Products & Services**
- **IT Products & Services**
- **Environmental Remediation**



# What We Expect From Our Suppliers

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- **Safety – Share Our Zero Accident Philosophy**
- **Quality/Reliability**
- **Deliver On-Time and Within Budget**
- **Cost Competitiveness**
- **Expect to Compete**



# Current Forecasted Opportunities

NAICS	Description	Estimated Value (\$)	Estimated RFP Release Date	Estimated Award Date	Competition Type
332439	To provide Nuclear containers.	\$3M	1 <sup>st</sup> Quarter FY07	2 <sup>nd</sup> Quarter FY07	Small Business Set-Aside
517110	Site support for Los Alamos Integrated Communication Services (LAICS).	\$50M (5-year)	4 <sup>th</sup> Quarter FY06	2 <sup>nd</sup> Quarter FY07	TBD
238220 & 238210	Construction – Heavy mechanical and electrical services.	\$5M	1 <sup>st</sup> Quarter FY07	1 <sup>st</sup> Quarter FY07	Small Business Set-Aside
722310	Food Services Contract	Profit/Loss Subcontract	3 <sup>rd</sup> Quarter FY07	3 <sup>rd</sup> Quarter FY07	Open Competition



## Current Forecasted Opportunities

NAICS	Description	Estimated Value (\$)	Estimated RFP Release Date	Estimated Award Date	Competition Type
Various	Blanket-Catalog Purchases (Formerly Known as Just-In-Time Program)	An estimated 30 different contracts. 7-year contracts between \$1M - \$112M	TBD	TBD	Small Business Set-Asides  Call Laura Lovato (505) 665-4286 or Carolyn Trujillo (505) 667-2526
541330	Special Civil Engineering Type of work.	\$1.5M	1 <sup>st</sup> Quarter of FY07	2 <sup>nd</sup> Quarter of FY07	Small Business Set-Aside

# Small Business Program Office Mission

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**Mission:** To *provide small business advocacy and promote utilization* that strengthens the *capacity, capability, and competency* of businesses to assist the Laboratory fulfill its goal of protecting the nation.





## What We Do

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- **Policy and Compliance** (developing policy and compliance with Public law 95-507)
- **Outreach** (seeking qualified sources)
- **Inreach** (e.g., forecasting opportunities, promoting advocacy meetings, etc.)
- **Supplier Development** (e.g., training regarding safety plans, quality assurance requirements, etc.)

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# Small Business Program Office FY06 Goals

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Partnering with LANL Program Managers and Buying Personnel on Small Business Utilization to meet our FY06 Small Business Goals:

Socioeconomic	FY06 Goals
Small Business	41%
Woman-Owned Small Business	9%
Small Disadvantaged Business	10%
8(a)	----
HUBZone	1%
Veteran-Owned Small Business	4%
Service Disabled Veteran-Owned Small Business	1%

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# LANL Small Business Initiatives

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- Business Resource Guide
  - <<http://business.lanl.gov>>
  - <<http://community.lanl.gov>>
- Mentor/Protégé Program
  - Business Development
- Forecasting
  - <<http://supply.lanl.gov/forecasts/>>
  - <<http://www.doe.gov>>
- Review of Purchase Requests > \$100K
- Supplier Performance Evaluation



# What We Need From You

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- Register in CCR <http://www.ccr.gov>
- Identify NAICS code(s) <http://www.naics.com/search.htm>
- Submit a capability statement
  - Identify any *unique products or services*
  - Number of *years in business*
  - Identify *previous contracts*
  - *Customer contacts*
  - *Past performance ratings*, if any
  - *Teaming partners*, if any, along with same info for them
  - If construction, *bonding requirements, safety records*, etc.
- If starting a new business, give us as much info as possible.

# Advice to Small Businesses

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- ***Demonstrate a uniqueness***
- ***Know your market*** (i.e. Lab is not the only market, GSA, Sandia, State, etc.)
- Get to ***understand customers' needs*** (research company or products they purchase, e.g. Fed Biz Ops)
- ***Know your competition***
- ***Demonstrate capability to grow***
  - Financial (cash flow)
  - Computer systems (e.g. high quantity demands, technical work, etc.)
  - Quality assurance program
- ***Market your company***
- ***Partner whenever possible*** (to build capacity and leverage other's strengths)
- ***Network with others***

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# Small Business Points of Contacts

Name	Email	Phone#	Assignments
James Kloeppel	<a href="mailto:jkloeppel@lanl.gov">jkloeppel@lanl.gov</a>	665-9997	Facilities & Environmental Remediation Staffing, Technical Support and R&D
Laura Lovato	<a href="mailto:lauralovato@lanl.gov">lauralovato@lanl.gov</a>	665-4286	Forecasting Statistical Analysis/Spend Analysis Marketing
Carolyn Trujillo	<a href="mailto:cktrujillo@lanl.gov">cktrujillo@lanl.gov</a>	667-2526	Small Purchases & Special Agreements Streamlined Procurement
Moe Zamora	<a href="mailto:moe@lanl.gov">moe@lanl.gov</a>	665-6578	IT, Equipment, Fabrication, and Services Construction, D&D, Architectural, and Engineering, Services
Vangie Trujillo	<a href="mailto:vangie@lanl.gov">vangie@lanl.gov</a>	665-2963	Tribal Relations

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# Small Business Program Contact Information

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**Call Us:** (505) 667-4419

**Write Us:** [business@lanl.gov](mailto:business@lanl.gov)

**Visit Us:** <http://business.lanl.gov>